



## BRIGHTSTAR VALUE ADD

Collaborative partnership with management and ownership

Unique Senior Partner network drives sourcing and operational initiatives

Extensive breadth and depth of industry experience

Knowledge and functional skills across strategy, marketing, operations, M&A and finance.

## INDUSTRY FOCUS

Well-established with resilient end-market demand

Fragmented with opportunities for consolidation

High barriers to entry

## BUSINESS ATTRIBUTES

Family / Entrepreneur owned

Strong and experienced management team

Competitively differentiated business model

Compelling value proposition

Leading and defensible market share

## FIRM OVERVIEW

Brightstar Capital Partners (“Brightstar”) is a private equity firm focused on investing in closely held, middle-market companies

- We are driven to build great businesses and do it with great partners; management teams, ownership and advisors.
- Seek partnership opportunities with exceptional management teams where we are uniquely positioned to drive value creation
- Employ an operationally intensive approach to investing that leverages our extensive experience and relationship network

Led by a strong senior team of experienced operators and investors with diverse backgrounds

- Numerous members of the team have worked together for over 10 years at a predecessor firm
- Significant operating experience; understanding of the perspectives and complexities of family businesses

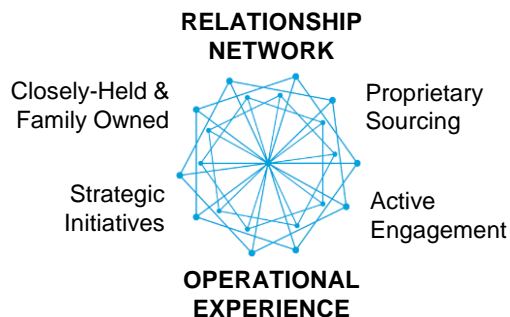
Brightstar makes concentrated and value-added investments where we create a lasting impact on performance

- AUM in excess of \$800 million
- Invest \$50 to \$250 million in each portfolio company
- Support organic growth and follow-on investments

## INVESTMENT CRITERIA

	<b>BUSINESS BUILDING</b>	<b>GROWTH EQUITY</b>	<b>MATURE BUYOUT</b>
Description	Proven business model that is readily scalable with a capital infusion	Experiencing top-line growth and expanding profit margins	Demonstrated track record of stable free cash flow generation
Revenue	\$50 million– \$1 billion		

## STRATEGY





INVESTMENTS OVERVIEW

**BRIGHTSTAR TEAM**

**Partners & Managing Directors**

Andrew Weinberg

Renee Noto

Matthew Allard

Joe Bartek

Paul Ferguson

**Senior Partners**

Reidar Brekke

Todd Brock

Roger Bulloch

Raul Deju

Gary Hokkanen

Ken Kilroy

Tom Meredith

Joe Stanislaw

**Vice Presidents**

Ronak Amin

Jarrett Arkin

Ross Kilroy

Peter Smith

Lindsey Tannenbaum

**Associates**

Larry Schmidlapp

Jon Hegarty

Jason Nong

Christine Wang

**CONTACT**

Matthew Allard

212-430-2515

[info@brightstarcapitalpartners.com](mailto:info@brightstarcapitalpartners.com)

**CURRENT INVESTMENTS**



Global Resale, founded by reverse logistics veteran Jeff Zeigler and headquartered in Austin, Texas is a leading, global provider of aftermarket services and reverse logistics. The company sources, refurbishes and resells IT and mobile assets through retail and wholesale channels worldwide.



Texas Water Supply (TWS) privately owns and operates nearly 40 water wells with a combined annual production capacity of more than 32,000 acre-feet of potable water. TWS supplies water to the growing needs of the central Texas Hill Country region.



QualTek is a leading provider of turnkey solutions, including engineering, installation, fulfillment and program management, to the North American telecommunications and power sectors. The company provides end-to-end infrastructure services solutions to the wireline, wireless, and residential and commercial fulfillment segments of the market.

**SELECT HISTORICAL EXPERIENCE (PRE-BRIGHTSTAR)**



Brightstar Corp. is the world's largest specialized wireless distributor and a leading provider of diversified services focused on enhancing the performance and profitability of the key participants in the wireless device value chain. Andrew Weinberg served as COO and CSO. Tom Meredith served as Vice Chairman. Both Andrew Weinberg and Tom Meredith served on the Board of Directors.



EnergySolutions, Inc. is a provider of specialized, technology-based nuclear services to government and commercial customers. The Company offers a broad range of nuclear services that includes engineering, in-plant support services, decontamination, decommissioning, and disposal. Raul Deju served as President and COO. Andrew Weinberg served on the Board of Directors.



Intermodal is a container fleet management and leasing company focused on optimizing the lifecycle of a container from maritime to on-land solutions. Reidar Brekke served as President. Andrew Weinberg and Gary Hokkanen both served on the Board of Directors.



PSC is a leading provider of industrial cleaning, hazardous waste management and reverse logistics services in the United States. Andrew Weinberg and Todd Brock both served on the Board of Directors. Raul Deju was an investor and acted as advisor to PSC.